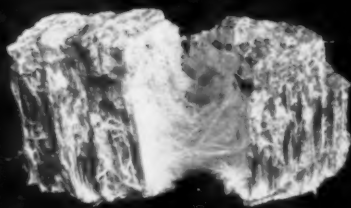


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APRIL 1930

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DEVOTED TO THE INTERESTS OF THE
ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER

EDITOR

PUBLISHED BY SECRETARIAL SERVICE

1701 Winter Street
PHILADELPHIA, PENNSYLVANIA

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April 1930

Page 1



The new office building and warehouse of H. W. Porter & Co., at 825 Frelinghuysen Ave., N. J., which measures 42 x 200 feet. In addition they have the adjacent lot for storage and two buildings (at the rear) for contract equipment and cement storage.

The first floor of office building is devoted to Sales and Purchasing Department; second floor to engineering, estimating, accounting and executive offices. The warehouse is so arranged that it will carry a complete line of Asbestos and Magnesite products. The owners will gladly send a floor plan of this most efficiently laid out building to anyone interested.

Arbitration and Asbestos

Individuals and organizations, like the parts and assembled units of an intricate machine, must work together in the closest proximity for the highest efficiency. The friction caused by this contact must be absorbed, or the heat created by the very speed and intensity of the operation will destroy the value and effectiveness of the machine. Heat must be confined and controlled or there will be a waste of power or a disastrous combustion.

Asbestos today has many uses. One of its functions is the protection of the part of a machine from damage caused by the excessive heat of friction. Another is the controlling of heat to prevent waste and loss.

And, figuratively speaking, arbitration as it is developed at the present time performs somewhat the same functions for modern business. The speed at which business operates and the intensity of competition demand some effective means for preventing undue friction and the waste and losses resulting from the flaring up of controversies. A business man is bound to have disagreements with his associates and those with whom he has business relations, but these disputes need no longer be allowed to get out of bounds, dragging the parties into the courts and tying up credit, commodities and assets in involved and expensive litigation.

A falling market in any industry is almost certain to result in disputes over changing prices or cancellations of orders. In the asbestos industry, for example, curtailment of the luxury market would result in a falling off in automobile sales and a decline in the asbestos brake lining trade. Or a slump in building might seriously affect the asbestos cement trade or the manufacture of asbestos shingles and roofing products, with a possibility of bankruptcies or disputes over contract terms and specifications, cancellation of orders or demands for lower prices. If these disputes lead to lawsuits further damage is done to the industry by the ill-will created and the unpleasant and damaging results of publicity. Any industry is subject to these upsetting conditions, and while they may be only temporary, great harm can be done and large losses incurred unless

— A S B E S T O S —

a way is at hand to control and correct them.

In its efforts to help stabilize business, the American Arbitration Association, whose headquarters is at 521 Fifth Avenue, New York, has built up a National Panel of Arbitrators which is now available to business men throughout the country, for the prompt, efficient and economical settlement of their controversies in such a way that goodwill need not be destroyed. This National Panel is composed of approximately 7,000 leading business men in all branches of business and is distributed over 1700 important industrial centers. Included in this panel are some well-known men in the asbestos industry.

The men on this National Panel serve without compensation when called upon to settle disputes arising in their communities, and the parties to a disagreement can be certain that their claims will be judged by men whose integrity is beyond question and who are chosen because of their expert knowledge of the particular questions to be decided.

In order that business men may derive the greatest benefit from this modern and effective method of commercial arbitration, the American Arbitration Association has prepared a standard form of arbitration clause for use in contracts. This clause has been found to meet legal requirements and has been distributed by the Association, without charge, to approximately 40,000 firms and corporations in the United States. The use of this clause in a contract or order form requires the parties to the agreement to submit to arbitration any controversy arising out of the contract. Under the laws of ten states—Arizona, California, Connecticut, Louisiana, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania and Rhode Island—and under the Federal Arbitration Act for interstate commerce and maritime transactions, an agreement to arbitrate a future dispute, as well as submissions to arbitration of existing disputes, are irrevocable and enforceable, and the courts will stay any legal action and require the parties to proceed with the arbitration.

Such an arbitration clause can be adapted to local or technical needs of the asbestos industry or of any particular organization. Many widely known firms use an

— A S B E S T O S —

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FOR over fifty years Carey Asbestos, Magnesia and Asphalt Products have been supplied to manufacturers, industrials and power plants all over the world.

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Asfaltslate Shingles

Asphalt Paints for Roofing

Elastite Asphalt Expansion Joints,

Planking, Trunking, Pavement for Crossings,

Track Insulation and Water-Proofing

Asphalt and Tarred Felts

THE PHILIP CAREY COMPANY

Lockland, Cincinnati, Ohio

— A S B E S T O S —

arbitration clause to protect a large volume of business from the risks and losses of litigation, and the experience of these firms is that an arbitration clause in a contract often leads to a friendly and private settlement of a disagreement by the parties themselves, without recourse even to arbitration.

The American Arbitration Association is a non-profit making organization and the only charge for the use of its facilities, which also include three permanent tribunals maintained at its New York headquarters, is when there is an actual hearing. In that case the cost covers only the actual expense of the hearing and is governed by a standard schedule of fees, as follows: Each party pays a fee of \$10 if the amount involved is less than \$1000; \$25 if the amount is between \$1,000 and \$10,000 and \$100 if the amount is more than \$10,000.

At a recent luncheon given in honor of a prominent business man in New York, one of the speakers told the story of a stock broker who, very ill, was ordered to a hospital during a quite active period in the market. After the nurse had taken his temperature he asked what it registered. When told it was 102° he said, "All right. When it gets to 102½—sell." The President of the American Arbitration Association, who was presiding at the luncheon, replied that the function of this Association was to keep the temperature of business men from *going* to 102 and that they were endeavoring to maintain it at considerably less than 100—a degree of heat that would surely require use of *asbestos*.

However, there are many ways in which asbestos and arbitration can be combined, and the Association is always glad to furnish any information requested.

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CORPORATION

EXECUTIVE OFFICES: NEW YORK
Branches In All Large Cities



Alfred Calmon dies in his 69th Year

Dr. Alfred Calmon, the founder and for many years manager, of the Alfred Calmon Asbestos and Rubber Works of Hamburg, Germany, departed this life on February 14th, 1930.

Dr. Calmon was a believer in co-operation in industry. He was president of the Economic Union of the German Asbestos Industry, Inc., of Berlin, and was active in promoting its development and welfare, and in facilitating the co-operation of its members. Previous to that he had worked in the interest of the German Asbestos Syndicate. He was president of the Convention of German Asbestos Factories, was a member of the Central Committee of the National Union of German Industries, and a member of the Board of Directors of the National Union of the German Indian Rubber Industry, as well as interested in many other business associations.

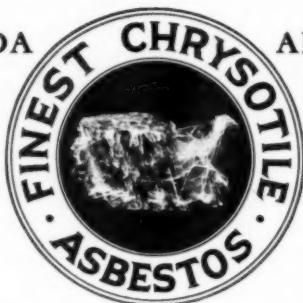
Dr. Calmon was born in Berlin in 1861. He was the son of Herman Calmon, merchant. After leaving the Prussian "Realschule" at Berlin, he entered the C. Wilczinski firm in Hamburg as a trade apprentice. He underwent technical training in W. Riedel's Machine Factory at Altona. In 1886, when but twenty-five years of age, he founded under his own name, Alfred Calmon, a technical asbestos and rubber goods business in Hamburg. This business, in co-operation with the General Electricity Association, Berlin, was converted into a limited liability company which started manufacturing its own requirements. From this arose, on June 22nd, 1896, the present Joint Stock Company, of which Dr. Calmon was General Manager until 1927. Poor health, however, prevented him from continuing to be the leader of the concern, and since that time he has been a member of the supervisory Board.

An Honorary Doctor's degree in the Science of Engineering was conferred upon him by the Technical University of Breslau on the 25th anniversary of the founding of the asbestos factory.

— A S B E S T O S —

CANADA

ARIZONA



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MINES**

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OF

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Crudes
and
Spinning
Fibres

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**KEASBEY & MATTISON
COMPANY**

AMBLER

U. S. A.

PENNA.

Test for Determining Cotton Content in Asbestos Yarns

An inquiry from one of the manufacturers of Asbestos Textiles asking for the accepted method of testing asbestos yarns for cotton content, led us to ask each manufacturer for the method used by his laboratory.

Results showed that the tests used were practically similar, with some slight differences in the manner of stating the test.

As some of our readers may like to have a copy of this standard test for cotton content, we are printing the one used by the American Society for Testing Materials¹.

Cotton Content Determination

The asbestos yarn shall be washed thoroly with chloroform or ether to remove all grease, fats, and oily matter and shall be dried to constant weight at from 100 to 105° C.

A test specimen of about one gram of the extracted and dried yarn shall be weighed and placed in a combustion boat and the boat placed in a combustion furnace. The drying and absorption train shall be attached and a gentle current of thoroly dried and purified oxygen shall be started thru the apparatus. Heat shall then be applied until the combustion tube becomes dull red and the tube shall be subjected to this temperature for 15 or 20 minutes. The flow of oxygen shall then be continued for an additional 15 minutes to remove the products of combustion from the apparatus. The water from the products of combustion shall be removed by passing them thru bulbs containing sulfuric acid, and then thru tubes containing calcium chloride. The carbon dioxide shall be removed by absorption by passing thru caustic potash (KOH) in a Vanier or other absorption bulb. The

¹The Society would appreciate criticisms of this test. Such criticisms can be addressed to "ASBESTOS," and we will forward to the Chairman of the Committee having this standard in charge.

— A S B E S T O S —

Allbestos

CORPORATION

MANUFACTURERS OF ASBESTOS TEXTILES

SPECIALIZING IN ASBESTOS
YARNS OF SUPERIOR QUALITY
FOR
PARTICULAR REQUIREMENTS



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Plain Cloth
Asbestos Tapes and Wiping Cords
Asbestos Wick and Rope
Pure Asbestos Carded Fibres

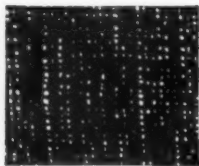
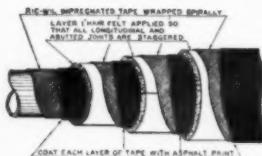


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Ric-wiL Tape is adhesive. It sticks where you put it, needing no wiring or tying. Wrap it on in spirals over each layer of insulation, right off the convenient roll, 4 or 9 inches wide (or any width you want up to 36"). Paint the top wrapping—and the job's done.

Ric-wiL Tape is a coarse woven fabric impregnated with a solution that makes it water and acid-proof. Comes in 50 yard rolls instead of by the pound.

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New York - Boston - Baltimore - Atlanta - St. Louis - Chicago

Originators of Waterproof Conduit Filler
Ric-wiL
 UNDERGROUND CONDUIT

— A S B E S T O S —

weight of the bulb being known, any increase in weight indicates the amount of carbon dioxide absorbed.

The percentage of cellulose shall be calculated from the following formula:

$$\text{Percentage of Cellulose (C}_6\text{H}_{10}\text{O}_5\text{)} = \frac{\text{Weight of CO}_2 \times 0.6137}{\text{Weight of sample}} \times 100$$

The Death of L. Brietmeyer Chairman of Cape Asbestos Co.

It is with great regret that we announce the death of L. Breitmeyer, Chairman of the Cape Asbestos Company Limited, who has occupied that position for the last thirty-six years.

Mr. Breitmeyer became Chairman of the Company in May, 1894, and since that time has not once missed presiding over the Annual Meeting of Shareholders.

It is well known in the Asbestos world that the blue asbestos which was originally mined by the Cape Asbestos Company, had a very difficult task to force recognition among the manufacturers. Gradually, however, it emerged from obscurity and became famous for its insulating qualities.

For years the Cape Asbestos Company paid no dividend, but it today occupies an impregnable position, largely owing to the efforts of Mr. Breitmeyer, Francis Oats and other pioneers who had such faith and vision thirty years ago.

Mr. Breitmeyer was beloved by all who knew him, and altho his name may probably be associated in the minds of the public principally with the Diamond Industry, yet his connection with the Cape Asbestos Company will be remembered by many.

The funeral took place at Rushton, and a Memorial Service was also held at St. Mark's Church, North Audley St., W., London, on Monday, March 17th.

**ROOF
COATING
AND CEMENT**

Territorial Distributors Wanted
Private Brand Accounts Solicited
ATLAS ASBESTOS CO.
NORTH WALES, PA.

— A S B E S T O S —

The Aetna Asbestos Insulation and Roofing Company

Its President, Its Progress and the Taking Over of the
Rice Asbestos Company of Atlanta, Ga.

Many of our readers have met Arthur I. Rank, President of the Aetna Asbestos Insulation and Roofing Company, but to those who have not, we wish to introduce him.

Mr. Rank is a true Philadelphian, having been born in the City of Brotherly Love on February 5th, 1894. His early life was spent there, and he attended the Philadelphia Public Schools, Pierce School and the Franklin Institute, the latter two in the evening.

Mr. Rank started his Asbestos career as office boy for the Ehret Magnesia Mfg. Company in February 1910, under the well remembered W. A. Macan. In June 1914 he went to Valley Forge, but left the employ of the Ehret Company in July 1915 with J. W. Latehum, to form the American Insulation Company.

During 1917 Mr. Rank spent four months at Camp Dix, N. J., doing all insulation work there. In January 1918 he went to Pittsburg to open a branch office of the American Insulation Company for the contracting and distribution end of Carey Asbestos Products, returning to Philadelphia in January 1920, taking over the management of the Roofing Department there.

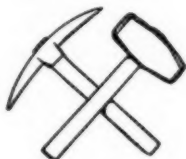
Mr. Rank left the employ of the American Insulation



Arthur I. Rank
President

— A S B E S T O S —

ARIZONA



AFRICA

E. SCHAAF-REGELMAN

220 Broadway
New York, N. Y.

**Crude :- Spinning Fibre
Shingle Stock**

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REGAL ASBESTOS MINES, Inc.

Producers of
Arizona Asbestos

European Head Office
**Merckhof
HAMBURG
Germany**

IMPORT

EXPORT

— A S B E S T O S —

Company on December 31st, 1920, to organize the Aetna Asbestos Insulation and Roofing Company. The firm was incorporated in February 1921, with headquarters at 132 S. 2nd Street, Philadelphia.

Making many friends in the industry, the firm progressed steadily and in June 1929 moved into their newly acquired and remodeled building at 1213 Wood Street.

Mr. Rank's favorite recreations are golf and bowling. His family consists of Mrs. Rank and a son, Arthur L., Jr., aged 6. He belongs to the Manufacturers Club, and the Llanerch Country Club. Besides being President and Treasurer of the Aetna Asbestos Insulation and Roofing Company, he is Vice President of the Tulpehocken National Bank & Trust Company and Director in the Kendrick B. & L. Association.

Associated with Mr. Rank are J. Emerson Hagy, Vice President; W. Story Leavesley, Secretary, and Charles R. Ent, Construction Superintendent.

Mr. Hagy was employed by the company in November 1922 until April 1924. He returned to the company in June 1927. Mr. Leavesley entered the employ of the company in June 1928. Mr. Ent is Construction Superintendent, having joined the company during 1929.

The Aetna Asbestos Insulation & Roofing Company has insulated many large buildings, some for heat, some for cold, has used rope insulation and Ric-wil Underground Conduit—in fact the entire line of insulation products.

On March 1st, Mr. Rank formed the Aetna Asbestos Company, a Georgia Corporation, to take over the Rice Asbestos Company of Atlanta, Ga., with the idea of building up in the territory a good contract business. The Company will operate as a separate and distinct unit, distributing thruout the States of Georgia, Florida, South Carolina, Alabama and Tennessee, the products of the Ehret Magnesia Mfg. Company of Valley Forge, Pa.

The officers of the Aetna Asbestos Company in

ASBESTOS



Power Shovel in the Beaver Pit.

ASBESTOS CORPORATION LIMITED

THETFORD MINES

QUEBEC

CANADA

A S B E S T O S



*J. Emerson Hagy,
Who is handling the Atlanta
Territory*

Atlanta are: Arthur I. Rank, President; J. Emerson Hagy, Vice President and Treasurer; John P. DuBois, Director (as well as a large stockholder).

Mr. Hagy has taken over the management of the Atlanta territory and has moved his family to Atlanta. His headquarters will be at 47 Mangum Street, formerly the headquarters of the Rice Asbestos Company. Those who do not know Mr. Hagy personally, will be glad to meet him thru the very excellent photograph on this page.

The Company is working very hard in Atlanta to put the contract business there on a firm footing and we feel sure that success awaits them.

ASBESTOS STOCK QUOTATIONS

	Par.	Div.	March 1929		
			High	Low	Last
Carey (Com.)	100	8	270	250	250
Carey (Pfd.)	100	6	120	115½	115½
Certainteed (Com.)	np	—	14¾	12¾	12½
Certainteed (Pfd.)	100	7	45½	38	39
Garlock Packing (Com.)	np	—	26½	24¾	26
Garlock Pkg. (6s Deb. 1939)	100	6	103	101½	103
Johns-Manville (Com.)	np	3	145¾	124¾	126¾
Johns-Manville (Pfd.)	100	7	123	119¾	122
Raybestos-Manhattan Inc. (Com.)	np	—	47	36½	46¾
Ruberoid (Com.)	np	4	59¾	53	55¼
Thermoid (Com.)	np	—	28	22½	27
Thermoid (Pfd. convt.)	100	7	86	78½	85¾
Thermoid (6s 1934)	100	6	99¼	91	98¾

CONTRACTS EXECUTED ANYWHERE

High and Low Pressure Insulation
Brine and Ammonia Cork Insulation
STONE INDUSTRIAL EQUIP. CO.

SPRINGFIELD

MASS.

— A S B E S T O S —

ASBESTOS

Arizona Crude

Italian Crude

Canadian Crude

Canadian Spinning Fibre

Canadian Shingle Fibre

Russian Crude

Rhodesian Crude

South African Blue Crude

South African Yellow Crude



ASBESTOS LIMITED INC.

8 West 40th Street : New York City

Works: MILLINGTON, N. J.

— A S B E S T O S —

Annual Report of Asbestos Corporation Limited

Those who have the interest of the Asbestos Industry truly at heart, awaited with more than ordinary interest the annual report of Asbestos Corporation Limited for the year ending December 31st, 1929.

While the present management of Asbestos Corporation Limited, headed by Robert F. Massie, President and General Manager, took charge shortly before June 1st, 1929, and therefore has been operating only seven months, they have accomplished more than was hoped for during that period.

The program of the new management began with the firm determination to improve the efficiency of the plants and lay the foundation for sound, economical operations in the future.

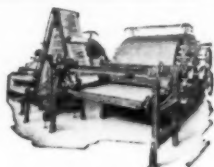
In making up the balance sheet and profit and loss statement therefore, every effort was made to have them represent as nearly as possible the true condition of the Corporation.

The Profit and Loss Statement shows profits for the year, after allowing for Bond Interest and other charges and **before** Depreciation, of \$318,333.39. The provision set up for Depreciation in 1929 was \$300,000 (instead of \$200,000 as in 1928) and the net profit therefore \$18,333.39.

The inventory of Asbestos on hand December 31, 1929, was valued at what was considered a conservative figure; had it been valued on the same basis as that of December 31, 1928, the profits for 1929 would have been \$106,569.39 **more** than shown.

A sum of \$2,151,182.24, which was the appraised value, less estimated salvage return, of certain silent and obsolete plants and buildings, has been written off.

The sum of \$769,183.79, which was expended in the years 1927, 1928 and 1929 for stripping, drilling and development, and not absorbed into operating costs, part of which appeared in the 1928 balance sheet as an asset, has also been written off, it being the opinion of the pres-



A Broad Service *at your command!*

Whitin Sales Engineers are assisting many asbestos yarn manufacturers in solving minor and major production problems. Their practical experience is yours to command, without obligation.

WHITIN SERVICE TO ASBESTOS YARN MANUFACTURERS

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Breaker and Finisher Full Roller Cards
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Camel Back Feeds
Derby Doublers
Condensers
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Ring Twisters
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— A S B E S T O S —

ent Board and Management that the \$1,100,000 which has been accumulated in the Depreciation Account is barely sufficient to cover the operating properties.

It must be remembered also that the payment received by the Corporation in connection with Etchemin Power transaction in the year 1928 and the instalment due on January 1st, 1929, were taken into the profits for the year 1928.

The present management has been handicapped as the result of the policy of the former management which led to the depletion of accessible ore bodies tributary to the various mills,—apparently without consideration of the advisability of rendering available in each year an amount of asbestos-bearing ore equal to that which the year's operation had exhausted; a policy which led to capital and other expenditures from which immediate benefits could not be enjoyed, and in some cases which meant a complete loss to the Corporation. In fact contracts let during the year 1928 and the early part of 1929 and in connection with which large sums had been expended prior to the last Annual Meeting which contracts the present Board had no alternative but to carry thru, resulted in complete loss and contributed substantially to the reduction of liquid surplus as shown in the Balance Sheet of December 31st, 1929, over December 31st, 1928. (\$148,137.75 for 1929; \$294,159.97 for 1928).

The Corporation's shipments, however, for the year, 1929, exceeded those of the previous year by \$269,488.25.

The management is particularly gratified with the co-operation of the staff and workmen, which has been increasingly in evidence during recent months.

The conservative and progressive policy adopted by the Corporation during the last seven months of 1929, should show very definite results during 1930, and the Corporation hopes to re-establish itself in the status it should occupy in the Asbestos field, without the necessity of reorganization.

FOREIGN AGENCY DESIRED

For
ASBESTOS PRODUCTS FOR ENGINEERING SPECIALTIES
STONE INDUSTRIAL EQUIPMENT COMPANY
SPRINGFIELD, MASS.

— A S B E S T O S —

VERMONT

ASBESTOS CORPORATION



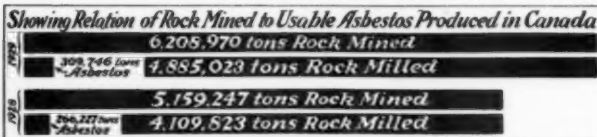
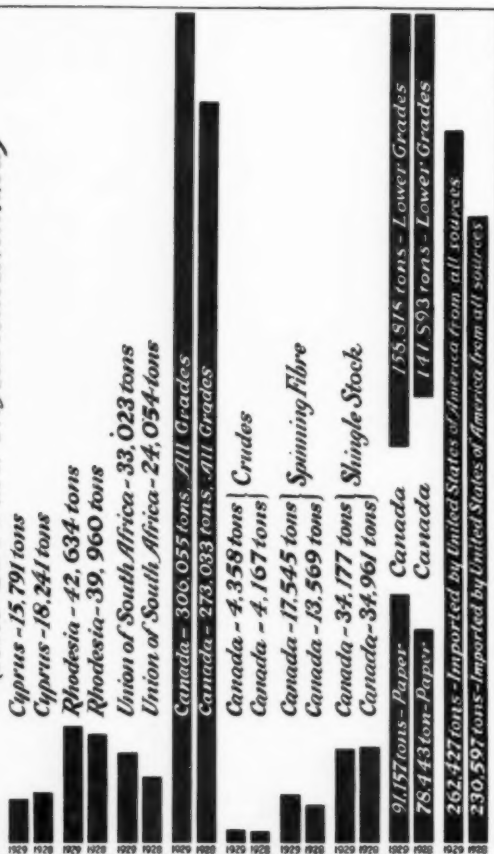
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CEMENT STOCK
SHORTS & FLOATS



MINED IN U. S. A.

GENERAL & SALES OFFICE
EIGHTY-NINE BROAD STREET
BOSTON, - - - - - MASS.

Relation of production various Canadian Grades and comparing with African and Cyprus production (Tons-2000 lbs. No Asbestic Included)



ASBESTOS

PRODUCTION STATISTICS

The graph on the opposite page gives a good idea of the progress made by the Asbestos Industry during 1929. Note that all figures in the main portion of the graph are based on sales and shipments, rather than on production.

With the exception of Cyprus, and of Canadian Shingle Stock, sales in each country, and of each grade in Canada, were higher in 1929 than in 1928.

Likewise, importation of Asbestos by the United States was higher in 1929 than in 1928, and the following table is rather interesting when considered in all its aspects:

Imports of Asbestos by the United States from all countries, comparing 1929 with 1928

Tons — 2,240 lbs.

	1928	1929	Tons Increase	% Increase
Crude	12,383	15,131	2,748	22%
Mill Fibre	80,283	85,191	4,908	6%
Lower Grades	113,223	133,988	20,765	18%

Africa (Rhodesia)

December 1929
Tons Value
(2000 lbs.)

Bulawayo District

Biltong and Slip (Vukwe Syn)		
August	10.07	£ 201
September	9.56	191
October	17.18	344
November	17.73	354
Croft (Afr. Asb. Mng. Co. Ltd.)	181.20	3,744
Nil Desperandum & Sphinx (Afr. Asb. Mng. Co. Ltd.)	705.15	15,504
Norma (U. Mng. & G. Tr. Ltd.)	56.10	1,122
Recompense 1 (J. G. Hancock)	11.17	140
Shabanie (R. & Gen. Asb. Co. Ltd.)	2,322.89	46,458

Lomagundi District

Ethel (Rho. Chrome & Asb. Co., Ltd.)	21.00	402
Balance adj. 4/1/28 to 3/31/29		29

April 1930

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A S B E S T O S

Victoria District

Gath's (R. & Gen. Asb. Corp. Ltd.)	308.96	6,179
King (R. & Gen. Asb. Corp. Ltd.)	310.43	6,209

3,971.44 £80,877

December 1928 2,982.36 £85,031

Summary for the Year—Rhodesia (Tons—2000 lbs.)

Summary for the Year—Tons—India (1928—2000 1935)					
	1928	1929		1928	1929
January....	2,967.94	3,573.09	July	3,635.80	3,585.22
February... 4,093.60	991.60		August.....	3,244.62	3,916.44
March	2,729.88	3,603.76	September..	2,927.33	3,673.90
April	3,344.98	3,581.73	October	3,100.68	4,653.65
May	3,549.84	3,632.40	November ..	3,615.99	4,096.31
June	3,767.40	3,354.72	December ..	2,982.36	3,971.44

39,960.42 42,634.26

Africa (Union of South).

	December 1928		December 1929	
	Tons	Value	Tons	Value
<i>Transvaal</i>	(2000 lbs.)		(2000 lbs.)	
Amosite	613.22	£ 6,413	311.82	£ 3,789
Chrysotile	1,106.92	19,947	1,441.50	16,392
<i>Cape</i>				
Blue	347.55	8,125	533.53	12,849
	2,067.69	£34,485	2,286.85	£33,030

Summary for the year—Union of South Africa (Tons 2000 lbs.)

	1928	1929		1928	1929
January....	2,008.10	2,967.93	July	1,521.32	2,557.17
February... 1,851.31	2,431.25	August.....	2,266.23	2,414.84	
March	2,295.47	3,997.36	September..	2,299.41	2,882.84
April	1,947.72	3,261.93	October	2,230.22	2,419.30
May	1,573.86	2,699.34	November ..	2,422.66	2,414.31
June	1,570.07	2,690.48	December ..	2,067.69	2,286.85

24,054.06 33,023.60

The following table gives summary for 1929 showing totals for each variety produced in the Union of South Africa, viz: Amosite, Chrysotile and Blue:

	Year 1929	
	Tons	Value
<i>Transvaal</i>	(2000 lbs.)	
Amosite	9,259.74	£ 98,241
Chrysotile	17,724.04	247,817
<i>Cape</i>		
Blue	6,029.81	150,995
<i>Natal</i>		
Chrysotile	10.00	150
	33,023.59	£497,203

A S B E S T O S

Canada.

The Preliminary Statement on Mineral Production in the Province of Quebec during 1929, gives the following figures for Asbestos:

Tons — 2000 lbs.	Shipments and Sales		Average Value per ton	Stocks on Hand Dec. 31, 1928	
	Tons	Value		Tons	Value
Crude No. 1	802	\$ 447,259	\$557.38	183	\$ 102,001
Crude No. 2	2,625	870,888	331.82	315	104,536
Crude run of mine	931	168,226	180.69	120	21,683
Spinning fibre ...	17,545	3,110,847	177.30	2,774	491,830
Shingle fibre	34,177	2,572,216	75.26	10,424	784,510
Millboard and Paper Fibres ..	91,157	3,515,219	38.56	14,683	566,176
Fillers, floats and other short fibres	158,818	2,487,935	15.66	25,198	394,601
Totals	306,055	13,172,590	43.04	53,697	2,465,337
By-products (Sand and Gravel) ...	18,976	7,303	38		
Totals	325,031	13,179,893			

During January 1930 Canada produced 17,117 tons of Asbestos, as compared with 17,882 during January 1929.

Market Prices

Some comments on the price situation by one of our English correspondents will be of interest. He says:

“There is no doubt whatever that the sudden drop in the market generally towards the end of last year, mainly as a result of the Turner-Rhodesian amalgamation, has caused difficulty not only to producers of asbestos, but also to asbestos manufacturers generally.

“Unfortunately the cut came at a time when manufacturers were more or less filled up with stocks and it became necessary to write off at the end of the year large sums representing the depreciation in market values.

“How the cut in Rhodesian fibres will affect the Canadian position remains to be seen.”

The Reorganization of the Slade Asbestos Corporation

The Slade Asbestos Corporation with offices at 40 Rector Street, New York City, and factories at Watervliet, N. Y., and Green Island, Troy, N. Y., has recently been reorganized, changing its name to the Marshall Asbestos Corporation and increasing its capital stock from 100,000 to 200,000 shares. In the future, the general offices of the Company will be located at Troy, N. Y.

Furber Marshall of Chicago, Ill., has been elected President and Treasurer of the Corporation and will spend the majority of his time at the general sales office located at 160 N. LaSalle St., Chicago. Mr. Marshall has been identified with the automotive industry for several years and will take charge of the merchandising program of the Company.

The other officers of the Company are Edward Slade, Vice President and General Manager; Joseph C. Burrows, Secretary; and N. W. Nelson, Factory Manager. The Directors are Furber Marshall, Edward Slade, Robert Miller, Henry Rudkin and Henry Miller. H. J. Copeland, who has had a long experience and a wide acquaintance in the industry, is in direct charge of manufacturers sales, with offices in Detroit. C. W. Butterfield, who makes his office in Syracuse, N. Y., heads a special department of jobber distribution.

The new factory of the Company at Green Island, N. Y., is being extensively enlarged to care for increased business which has resulted from the introduction of the MacRensor brake lining. This material, which is the only type manufactured under the Rensor license, is a unique and advantageous kind of lining. It is said to combine the best features of the woven and molded types with none of their disadvantages, and offers a new and worthwhile contribution to the science of deceleration.

Raybestos

ASBESTOS TEXTILES

Cloth - Yarn

Rovings

furnished in all standard grades

*Commercial, Underwriters', 90%, 95%,
& 98-99%*

BRAKE LINING
CLUTCH FAC-
INGS

FAN BELTS
SHEET PACKING
CAR MATS

BRAKE TESTERS
DRUM LATHES
RIVETS

COUNTERSINK-
ING & RIVET-
ING MACHINES
MILLBOARD

HIGH PRES-
SURE PACKING
AUTOMOTIVE
HOSE
VALVE STEM
PACKING
BRAKES

**The Raybestos Division of
RAYBESTOS-MANHATTAN, INC.
Bridgeport, Connecticut**

FACT AND FANCY

An Error.

Some of our readers have no doubt noted the error made on the Brake Lines Page in the March issue.

Where in the world our printer ever dug up these three lines of italic type (which he had long ago been instructed to destroy) we cannot imagine.

It was a most unfortunate error as O. B. Towne resigned from the Asbestos Brake Lining Association some four years ago and W. J. Parker has been Commissioner since.

These headings which stand from one month to the next are seldom proof read as the type is kept standing from month to month. The Brake Lines Page had not been published for a month or two, however, and we suppose that someone in the printing establishment with a sudden burst of zeal, hunted thru very old setups for the three lines referred to, naturally finding first the wrong ones.

The error is really inexcusable, and we can only hope that our readers, having no doubt had similar experiences of mistakes creeping in after every effort is made to prevent them, will forgive and forget.

A Hole in One.

Those of our readers who play the ancient and honorable game of Golf, will be interested to know that the owner of this magazine, C. J. Stover, recently shot an *Eagle*.

On March 20th, playing with two of his friends, Mr. F. W. Royer, and Mr. R. C. Gere, on the "A" Course of the Huntingdon Valley Country Club, he holed out a tee shot on No. 5, the length being 154 yards.

Mr. Stover says he was as much surprised as anyone at the result of his shot.

Federal Specification for Packing.

The Federal Specifications Board of Washington, D. C., is submitting to various manufacturers of packings, a proposed federal specification, for Packing, Asbestos, Sheet, Compressed.

BLUE AND AMOSITE CRUDES AND FIBRES

"CAPE" BLUE ASBESTOS of all grades suitable for shingles, asbestos-cement pipes, boiler and bulkhead blocks and textiles.

AMOSITE of all grades, suitable for 85% Magnesia coverings, composition and textiles.

BLUE AND AMOSITE MANUFACTURED GOODS

Yarns, cloth, 100% Asbestos Sectional Pipe Covering, Millboard, etc.

Both Blue and Amosite cloths possess the highest insulating properties and are approved by the British Admiralty. They are also specially adapted for resistance to strong acids.

The **Cape Asbestos Co**
Limited
Morley House 28-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

Telegrams:— "Incorrupt," London. Telephone City 6937

A S B E S T O S

The specification is too long to give space in these pages but if any of our readers would like to have a copy for criticism, one can be obtained by addressing George K. Burgess, Chairman, Federal Specifications Board, Washington, and asking for the proposed Federal Specifications on Packing.

The Tariff.

The whole Asbestos Tariff Schedule, as proposed to the House, was approved by the Senate, and the matter will therefore not be discussed in Conference, but will automatically be included in whatever kind of a bill is proposed, and sent on to the President for his approval or rejection.

The schedule as it now stands is as follows:

	New	Previous
Asbestos manufactures:		
Asbestos Yarn	40%	30%
Shingles, Slate, wood or lumber of asbestos (coated) (lb.)	1¢	25%
Shingles, Slate, wood or lumber of asbestos (not coated) (lb.)	¾¢	25%
Fabrics, woven (including brake and clutch linings and facings)	40%	30%
Packing, fabric (including expanding, block and cloth packing)	40%	30%
Packing, not fabric (including fibre and sheet joints)	25%	25%
Paper and millboards	25%	25%
Asbestos cement	25%	25%
Manufactures, N. S. P. F.	25%	25%

The Census of Manufacturers.

You have received within the last three months, a report to be filled out for the Census Bureau.

Have you filled in the information and mailed it to the Census Bureau?

If you have not we urge you to do so with all possible speed.

The report of the Census Bureau on any one industry, cannot be published until *all* the manufacturers in that industry have filed their returns with the Bureau.

Information many months old is worse than no information at all. Get busy and see that your report is mailed immediately.

CYPRUS ASBESTOS

A true Chrysotile fibre of great tensile strength, exceptionally clean and well graded, suitable for the manufacture of—

**Asbestos-cement pipes, sheets and
shingles**

Asbestos millboard

Moulded brake lining

Etc., etc.

Limited quantity still available for 1930
delivery.

**APPLY FOR SAMPLES AND
PRICES TO SOLE AGENTS—**

CYPRUS TRADING CORPORATION, Ltd.

49, ST. JAMES'S STREET

LONDON, S. W. 1

Little Lessons in Selling

PROMISES TO MAKE

BY J. T. BARTLETT

Putting across sales, every salesman has to make promises from time to time. There are requests for special service and special prices. There are impromptu "guarantees," a type of promise which a weak salesman is quick to make on the spur of the moment.

It is a fact that a promise often becomes the decisive thing in making a sale.

Because this is so, and because so many requests for special consideration are made, every sales manager has on his hands from time to time salesmen who give him a great deal of trouble. A promise which is broken may effect an immediate sale at the cost of a lost customer. Straightening out situations caused by salesmen giving promises that could not be kept is an expensive procedure at best.

Don't make a promise you cannot carry out. There is always the middle course to be considered, and often it is practical—the **qualified promise.**

For example, Jones Brothers ask for delivery within seven days. You know it is extremely doubtful that your house can make delivery at this time.

You don't promise delivery on the date asked for. Instead, you promise something you can carry out, and that is to do your very best to secure delivery by the wanted date. You will give personal attention to the task.

At the same time, you indicate that the result wanted remains a doubtful matter.

It is possible to take care of hundreds of requests for special favors by promising to take up with the management, and at the same time, tactfully discourage the buyer. To say, briefly, "No," might upset the sale. By promising to take up with the management, in sincere effort to get their consideration, the situation will often be smoothed out. And there will be no reason for the buyer having hard feelings when, with a careful explanation, inability to grant the request comes from headquarters.

Thousands of promises made by salesmen are wholly unnecessary. In other words, it is thoroly practical to negative a request on the spot, and unnecessary from any standpoint to make a promise or half promise.

It should be regarded as a cardinal offense in selling to make a promise which it is known in advance will not be kept. This practice loses customers. Tact and ingenuity in respect to demands for special favors will turn most of them to one side, harmless, and no promise given.

— A S B E S T O S —



AMERICAN ASBESTOS COMPANY



Manufacturers of
Asbestos Textiles

NORRISTOWN, PA., U. S. A.

Headquarters for
Yarns, Cloth, Tapes, Fibres, Brake
Linings and Textiles Generally

WRITE FOR PRESENT PRICES

— A S B E S T O S —

MARKET



TRADE MARK

ASBESTOS-CEMENT
SHINGLES
CORRUGATED
SHEETS
AND LUMBER,

ARE USED EXTENSIVELY
BY THE BELGIAN RAILWAY
AUTHORITIES & WAR
DEPARTMENT.
THIS IS PROOF OF
THEIR QUALITY.

**Scheerders -
Van Kerchove
United Company**

(Ste An)
St. Nicolaas (Waas)
Belgium

QUOTATIONS, LITER-
ATURE and SAM-
PLES SUBMITTED TO
ANYONE INTER-
ESTED.

General Business.

Revival of general trade is slow, but it is believed by many that the foundation being laid for substantial recovery is that much stronger, and continued gradual improvement is predicted.

Comparison with recovery after previous "panics" puts the present conditions in a very favorable light.

The chief source of worry at the present time is the unemployment situation.

Asbestos—Raw Material.

European buyers of Asbestos who made large contracts last year, now find themselves well stocked as trade has not been up to their expectations. Therefore there is a falling off of shipments to Europe from Canada.

American buyers are buying as they need material, realizing that practically every grade of asbestos is easily obtainable.

With the exception of Thetford No. 2 Crude, mines everywhere can make very prompt deliveries and it is now apparent that if

--- A S B E S T O S ---

CONDITIONS

there is a surplus of spinnable grades of asbestos, No. 2 Thetford Crude will not weaken very much in price.

Shingle fibres are not as firm as they should be, for prices realized are low and the demand will improve by summer.

Prices asked for Rhodesian asbestos are probably as low as they will be for the coming year and stocks being ample, buyers prefer to purchase as they require it, rather than make a long period contract.

Asbestos—Manufactured.

Textiles and Brake Lining. It would appear that the Asbestos Textile Industry is in a very good position at the present time. Why the month of March brought forth such good sales thruout the entire Asbestos Textile trade is a matter of conjecture. Certainly the automotive situation in Detroit is not any too promising, and we hear that production in the various factories has fallen off in many cases as much as 60%. In spite of this, the Asbestos Textile industry as a whole reports a very busy month during March—a month which has been more nearly normal than any since last August or September.

In textiles prices appear to be firm, volume very good indeed. Most of the demand, however, comes from Brake Lining manufacturers rather than other users.

Demand for Brake Lining is approximately normal for this time of year. An open winter has downed to a slight extent the usual tremendous pick-up in business in the early spring, but on the other hand the demand has been spread out much better than last year. All of the various types of Brake Lining manufactured at the present time are getting their share of volume, but there seems to be no clarification as yet, on the now old problem of *molded versus woven*.

Packing seems to be slackening up a trifle, but demand still stands very good.

"Our personal opinion," says one of the Asbestos Textile manufacturers, "is that the Asbestos Textile Industry stands in a very abnormal position as against business in general, and it only remains to be seen whether demand will

— A S B E S T O S —

continue during the coming month.'

Insulation—High Pressure. Demand for high pressure, high temperature insulation has fallen off, and factories are now able to make prompt shipments. Field reports indicate that there is a lot of work contemplated but until money and security markets become better stabilized, no one knows how much of such contemplated work may be delayed.

The price situation remains firm, owing to short stocks in distributors' warehouses and to the fact that practically all such materials are purchased on time contracts. We feel that insulation manufacturers may well take pause before expanding production facilities, at least until the trend is more definitely marked.

Low Pressure. The low pressure market is very slow at the present time. One manufacturer states that he does not look for any material improvement until June. Stocks in distributors' warehouses are low, which naturally means that as soon as demand picks up buying will quicken materially. At present most buying is being done on a hand to mouth basis. Prices are firm.

Paper. While both the Paper and Millboard markets are dull, a very slight increase in demand for paper has been noticed during the early part of this month. Prices are holding firm.

Asbestos Cement Products. The shingle season has not definitely opened up as yet, and therefore there has been little, if any, improvement in demand in the asbestos cement shingle line.

The situation in corrugated cement roofing and siding is practically the same as reported last month, certainly no improvement can be noted at the present time in demand.

The asbestos cement wood or lumber market continues steady—in fact this market fluctuates very little, either in demand or price.

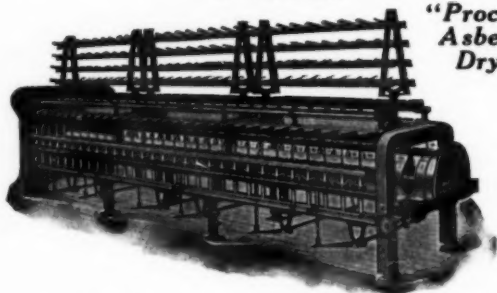
Editor's Note: The above represents the opinions of various men in the various divisions of the Asbestos Industry, who are in daily touch with the markets. Their ideas may not agree with yours, however. If they do not let us have your comments.

ASBESTOS

ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor"
Asbestos
Dryers

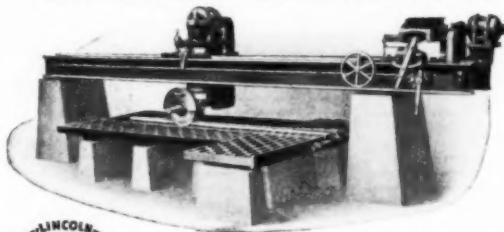


PROCTOR & SCHWARTZ, INC.

Formerly Smith & Furbush Machine Co.

Seventh St. & Tabor Rd., Philadelphia, Pa.

YOUR CUTTING PROBLEM SOLVED!



**ASBESTOS COPING MACHINE
CUTS WET OR DRY**

A sturdy accurate production machine for cutting asbestos shingles, slate, sheathing or similar products with abrasive wheels. Water connection for wet cutting or exhaust system for dry cutting. We would also like to tell you about our new small **Utility Coping Machine**. A line will bring full information on either machine.

LINCOLN IRON WORKS, RUTLAND, VT.

Founded 1864

Abrax is our trade name, applying to abrasive wheels, drums, blocks and grains which we recommend, furnish, and guarantee for use on Lincoln Coping, Edging, Moulding and Polishing Machines.

A S B E S T O S

Ice Water Thick Cork Moulded Fittings Screwed. Outside Area in Square Feet.

Pipe Size	Ells 90° & 45°	Tees	Globe Check Valves	Crosses	Angle Valves 3 or BB	Gate Valves 3B or BB	Flange Covers	Pipe Size
1/2	.7	.8	.8	.9	1.0	.5	1.3	1/2
3/4	.8	.9	1.0	1.0	1.1	.7	1.4	3/4
1	.8	1.0	1.2	1.0	1.4	.8	1.4	1
1 1/4	.9	1.1	1.4	1.3	1.6	1.0	1.6	1 1/4
1 1/2	1.1	1.3	1.6	1.6	2.0	1.5	1.6	1 1/2
2	1.3	1.6	2.5	1.8	3.0	2.5	1.8	2
2 1/2	1.7	2.0	2.9	2.4	3.4	3.4	2.8	2 1/2
3	2.2	2.6	3.9	2.9	4.4	4.6	2.9	3
3 1/2	2.4	2.8	4.4	3.2	5.1	5.5	3.3	3 1/2
4	2.9	3.5	5.4	4.0	6.2	6.3	3.4	4
4 1/2	3.3	3.9	6.0	4.5	7.0	7.0	3.5	4 1/2
5	3.6	4.3	6.5	5.8	7.8	7.7	3.6	5
6	4.3	5.0	8.3	7.6	9.5	9.0	3.8	6
7	5.8	6.7	11.5	11.4	12.0	14.5	4.5	7
8	6.5	7.5	13.3	11.9	14.0	17.0	4.7	8
9	7.3	8.2	14.8	13.2	15.0	20.2	6.0	9
10	8.5	9.5	17.1	15.5	18.0	22.4	6.3	10
12	10.2	11.6	20.5	18.7	24.0	28.2	7.8	12
14	12.4	14.2		22.7			9.0	14
16	14.6	17.1		26.7			9.7	16

Flanged 90° Ell	45° Ell	Tee	Globe Valve	Cross	Angle Valve	Gate Valve	
1/2	1.7	1.2	2.5	1.6	3.4	1.9	1.3
3/4	1.9	1.4	2.7	1.8	3.8	2.2	1.8
1	2.1	1.5	3.0	2.1	4.2	2.6	2.0
1 1/4	2.3	1.7	3.2	2.4	4.6	2.9	2.3
1 1/2	2.5	1.9	3.5	2.8	5.0	3.5	2.6
2	3.1	2.3	4.2	3.6	6.2	4.2	3.6
2 1/2	4.1	3.1	5.3	4.3	8.3	4.9	4.2
3	4.8	3.3	5.7	4.9	8.8	5.5	4.6
3 1/2	4.9	3.6	6.3	5.7	9.6	6.4	5.0
4	5.6	4.1	7.2	6.7	10.7	7.6	5.6
4 1/2	6.3	4.4	8.0	7.6	11.9	8.3	6.0
5	10.4	4.9	9.0	8.2	13.2	9.2	6.6
6	11.8	5.6	10.0	12.5	14.8	12.9	7.5
7	14.2	6.5	11.0	14.7	17.7	15.9	8.4
8	15.8	7.0	11.5	17.7	19.6	17.5	9.0
9	18.6	8.0	12.0	20.5	22.9	20.2	10.0
10	20.9	9.3	13.2	23.5	25.8	22.4	11.0
12	27.2	11.7	17.1	30.0	32.8	30.4	14.0
14	32.0	12.7	20.3		39.0		16.0
16							

3" = Screwed Bonnet
BB = Bolted

1/4 & 3/8 fittings same area as 1/2"

2-18-29 Tile *345

CONTRACTORS AND DISTRIBUTORS PAGE

ICE WATER CORK FITTINGS

The table on the opposite page is used to determine the canvas area requirements of Ice Water Cork Fittings.

It is also used to determine the actual paint area of the cork, if this paint area is to be used.

For example, if there were 75 4" Tees (screwed) to be covered with canvas and painted, the method of determining the area of these 75 4" Tees would be to follow vertical line downward under the heading of Pipe Sizes* until you come to 4"; then follow this 4" line horizontally to the Tee column, where you will find for each tee an area of 3.5 sq. ft. For 75 Tees the 3.5 sq. ft. multiplied by 75 will give the total area required.

If, however, 75 4" Flanged Tees were to be finished with canvas and painted, the area for one would be found by running down vertically to 4" under the pipe sizes for flanged fittings (in the lower part of the table) and following this 4" size horizontally to the Tee column, where you will find the area for one Flanged Tee to be 7.2 sq. ft.; for 75 Tees it would be necessary to multiply the area for one Tee (7.2 sq. ft.) by 75, and the result would be the total area required.

The same method is used in determining the area of any other style of fitting listed at the top of each part of the table.

We are certain that our readers will find these two tables very useful.

* (In the upper part of the table).

FREIGHT CAR LOADINGS

Freight car loadings up to and including the week of March 22nd, were as follows:

	1930	1929	1928
Four weeks in January	3,349,424	3,571,455	3,448,895
Four weeks in February	3,505,962	3,766,136	3,590,742
Week of March 1	899,189	978,201	959,494
Week of March 8	873,548	947,539	951,556
Week of March 15	881,187	958,601	942,572
Week of March 22	875,542	962,400	950,194
Total	10,384,852	11,184,332	10,843,453

AUTOMOBILE PRODUCTION

A total of 339,510 motor vehicles, were manufactured in the United States and Canada during February 1930.

While this is much lower than February 1929 when 497,705 cars were produced, it is 55,952 more than produced in January 1930. (Total for January 1930 was 283,558.)

ASBESTOS



IMPORTS AND EXPORTS



Imports Into U. S. A.

Unmanufactured Asbestos.

	February 1929		February 1930	
	Tons	Value	Tons	Value
	(2240 lbs.)		(2240 lbs.)	
Africa (Br. S.)	390	\$ 76,610	119	\$ 18,054
Africa (Port. E.)	90	34,866	134	55,567
Canada	16,785	638,380	12,966	413,003
Germany	198	69,960	2	1,268
Russia	1	400	.	..
United Kingdom .....	.	105	.	25
	17,464	\$820,321	13,221	\$487,917

Tabulation of Crude only:

Africa (Br. S.)	390	76,610	119	18,054
Africa (Port. E.)	90	34,866	134	55,567
Canada	528	145,817	155	48,530
Germany	198	69,960	2	1,268
Russia	1	400	.	..
United Kingdom .....	.	105	.	25
	1,207	\$327,758	410	\$123,444

Other Grades:

Mill Fibre (Canada)	6,810	336,808	3,783	213,731
Lower Grades (Canada) ..	9,447	155,755	9,028	150,742
	16,257	\$492,563	12,811	\$364,473

Manufactured Asbestos.

	February 1929		February 1930	
	Pounds	Value	Pounds	Value
Yarn—				
United Kingdom	1,507	452	502	175
Fabrics, Woven—				
Germany .....	...	...	2,804	1,687
United Kingdom	2,011	1,706	6,411	4,695
Packing, Fabric—				
Germany .....	...	...	1,626	947
Packing, not Fabric—				
Austria	10,782	3,309	30	9
Canada	436	116	...	...
France	4,631	1,967	...	...
Germany	726	295	2,190	829
Netherlands .....	...	...	1,000	240
United Kingdom	4,908	1,490	10,913	4,899

Asbestos Fibre

*for the manufacture
of*

Roofing Cements • Fibrous Paints

Filtration Packings

Asbestos Shingles and Lumber

Insulating Cements

Asbestos Paper • Pipe Coverings

Asbestos Millboard

High Temperature Cements

**THE QUEBEC ASBESTOS
CORPORATION**



Office and Mines

**EAST BROUGHTON, PROVINCE of QUEBEC
CANADA**

A S B E S T O S

	February 1929		February 1930	
	Pounds	Value	Pounds	Value
<i>Paper and Millboard—</i>				
United Kingdom	564	125	...	...
<i>Shingles, and Slates of Asbestos Cement—</i>				
Belgium	982,703	14,168	593,935	9,183
France	539,451	7,233	...	...
Germany	61,934	1,331	...	...
Netherlands	47,750	1,498	13,041	151
United Kingdom	95,480	1,475	...	...
<i>Lumber of Asbestos Cement—</i>				
Austria	6,241	1,804	...	...
Belgium	121	10	...	...
Canada .....	...	...	38,935	1,751
France	28,776	854	...	...
Italy .....	...	...	79	9
<i>Other Manufactures—</i>				
Austria	747	219	...	...
Canada	491	153	85	23
France .....	...	...	24	165
Italy .....	...	...	5,886	317
United Kingdom	5,019	2,652	19	23
<i>Grand Total</i>	<i>1,794,278</i>	<i>\$40,857</i>	<i>677,480</i>	<i>\$25,103</i>
<i>Shingles, Slate, Wood and Lumber—By Districts.</i>				
Buffalo	20,996	764	...	...
Florida .....	...	...	258,400	4,289
Galveston	310,319	4,331	141,315	1,697
Mobile	189,022	2,834	...	...
Michigan .....	...	...	38,935	1,751
New York	120,778	4,386	60,099	1,001
New Orleans	1,069,821	15,194	79,200	1,077
Philadelphia .....	...	...	68,041	1,279
South Carolina	51,520	864	...	...
	1,762,456	\$28,373	645,990	\$11,094

Exports from U. S. A.

Exports of unmanufactured Asbestos during the month of January¹ 1930, totalled 7 tons valued at \$2,600, compared with 230 tons, valued at \$55,673 during January 1929.

Exports of Manufactured Asbestos Goods:

	January ¹ 1929		January ¹ 1930	
	Pounds	Value	Pounds	Value
Paper, Mlbd. & Rlbd. ...	114,675	\$10,121	231,545	\$17,449
Pipe Covg. & Cement ..	371,550	22,870	892,425	64,088
Textiles, Yarn & Pkg. ..	95,119	56,502	203,394	92,439

¹Exports one mo. behind Imports.

A S B E S T O S

Brake & Clutch Lining.	636,156 ²	139,996	640,122 ²	127,933
Asbestos Roofing	9,399 ³	58,451	11,912 ³	53,427
Magnesia & Mfrs. of ...	493,944	26,129	274,837	23,060
Other Asbestos Mfrs. ..	352,454	36,203	430,091	44,478

²Lin. Ft.

³Sq. ft.

Exports of Raw Asbestos from Canada.

	February 1929		February 1930	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	305	\$ 27,775	171	\$ 19,296
United States	6,661	446,390	4,265	251,357
Australia	150	11,625	265	29,500
Belgium	450	28,500	85	3,725
France	685	49,625	548	42,575
Germany	219	24,883	91	20,834
Italy	211	24,825	...	...
Japan	694	34,875	1,673	88,655
Netherlands	73	7,725	...	...
Spain .....	..	...	22	1,210
	9,448	\$656,223	7,120	\$457,152

Sand and Waste—

United Kingdom .....	...	...	110	2,540
United States	10,659	169,251	9,053	143,342
France	30	750	60	1,500
Japan .....	..	...	5	125
	10,689	170,001	9,228	147,507

Grand Total 20,137 \$826,224

16,348 \$604,659

Imports and Exports by England.

Imports of Raw Material.

	February 1929		February 1930	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
From Rhodesia	554	£ 20,433	1,513	£ 59,187
From Canada	497	10,178	205	4,490
From Other Countries	838	19,761	764	19,526
	1,889	£50,372	2,482	£83,203
Re-Shipments	456	17,376	259	8,126

Exports of Asbestos Manufactured Goods.

To Netherlands	116	5,600	100	6,365
To France	33	8,838	94	7,372
To U. S. of America	7	1,919	8	2,396
To British India	887	15,656	601	13,029
To Australia	42	5,062	28	5,797
To Other Countries	1,544	68,330	769	67,163
	2,629	£105,405	1,600	£102,122

NEWS OF THE INDUSTRY

Birthdays. Congratulations and best wishes are extended to the following gentlemen on the occasion of their birthdays: F. C. Edson, President, Asbestos Manufacturing Co., Huntingdon, Ind., April 18th; George A. MacLellan, Managing Director, George MacLellan & Co., Glasgow, Scotland, April 19th; H. H. Robertson, President, H. H. Robertson Co., Pittsburg, Pa., April 21st; J. Carroll Johnston, President and Treasurer, Atlas Asbestos Company, North Wales, Pa., April 28th; John Lotz, Jr., President, Lotz Asbestos Co., Hartford, Conn., April 29th; G. A. MacArthur, Secretary & Treasurer, Twin City Pipe Covering Co., Minnesota Transfer, Minn., May 6th; L. L. Cohen, President, Union Asbestos & Rubber Co., Cicero, Ill., May 7th; A. M. Ehret, President, Ehret Magnesia Mfg. Co., Valley Forge, Pa., May 15th.

Ambler Asbestos Shingle & Sheathing Co. The Cleveland Office has moved from 1178 W. 11th Street to 822 Hanna Building. This location in the Hanna Building makes it convenient to the Architects Exhibit which is on the second floor of that building and in which Ambler Asbestos Products are included.

The Chicago Office moved to 1112 Engineering Building, 205 W. Wacker Drive, on April 1st.

A convention of the sales representatives of the company in the Philadelphia, Pittsburg, Washington and Wilkes-Barre territories, was held on March 13, 14 and 15. An inspection of the Ambler factory was made on the 13th and a two day sales meeting held at the Benjamin Franklin Hotel in Philadelphia on the two following days.

Keasbey & Mattison Co. Jesse M. Weaver, who resigned on May 1, 1929, as General Sales Manager of the Keasbey & Mattison Company, on account of ill health, is again able to renew his affiliation with the company, and is at present engaged in Sales Development work at Ambler.

Nightingale & Childs Company, has moved its office to 185 Albany Street, Cambridge, Mass., the location of its enlarged warehouse, the office and warehouse now being under one roof. The Nightingale & Childs Company formerly had their office at 261 Franklin St., Boston.

The Mine of the Vermont Asbestos Corporation at Eden, Vermont, is now on twenty-four hour a day operation, and is producing a quality of asbestos beyond the highest expectations of the company.

The Atlas Asbestos Company of North Wales, Pa., has recently purchased a tract of land on the opposite side of the railroad from its present location, this giving the company over

A S B E S T O S

three times as much ground area as heretofore.

The company intends to erect additions on this new tract and use them for the manufacture of its roofing materials, keeping the textiles in its present location.

Raybestos-Manhattan, Inc. We quote from letter written by S. Simpson, President of the Company, to the stockholders, under date of March 14th:

"The earnings of your Company for the year ended December 31, 1929, including the financial operations of its predecessors, which on September 16, 1929, formed Raybestos-Manhattan, Inc., were \$3,206,293.80, or \$4.74 per share on the 676,012 shares outstanding. These results compare as follows with those of the same units for the year preceding:

Net Sales—1929—\$22,290,619.11

1928—\$21,088,883.27

Increase—\$1,201,735.84.

Net Income available for Dividends—1929 \$3,206,293.80

1928 \$2,465,585.96

Increase—\$740,707.84

Earnings per share on 676,012 shares of Stock outstanding:

1929—\$4.75

1928 3.64

Increase—\$1.10

"The Company's dividend requirements are \$2.60 per share. The earnings for the year 1929 were arrived at after making full provisions for taxes, depreciation and the reduction of the Company's inventories to current market values. These provisions were \$416,628.10 for taxes, \$591,151.06 for depreciation of properties, and \$343,535.21 or 51c per share for adjustment of inventories. This latter adjustment or some substantial part of it may be recovered during the year 1930.

"Your Company has no funded debt or bank loans. Its current assets, including \$3,471,795.25 of cash, call loans, and other marketable securities, amounted to \$9,962,608.17 and were nearly nine times the current liabilities of \$1,143,198.46. During the year, expenditures of \$974,184.28 were made upon improvements in the Company's fixed properties, and \$682,771.13 upon the maintenance thereof in addition to the provisions for depreciation, already mentioned.....

"We look forward to the profitable development of the business along lines which will be a credit to the successful organizations that merged to form your Company."

The Ehret Magnesite Mfg. Co. of Valley Forge, Pa., has appointed the Aetna Asbestos Company, 47 Mangum Street, Atlanta, Ga., distributors for their products thruout the States of Georgia, Alabama, Florida, South Carolina and Tennessee.

Asbestos Corporation Limited. J. E. Triganne, General Sales Manager, and Samuel Davis, who have been in Europe for the past few weeks, returned during the week of March 24th on the S. S. Olympic. They crossed eastward on the S. S. Bremen.

A S B E S T O S

We are in the market for
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ASBESTOS

Johns-Manville Corporation. The annual report of the Johns-Manville Corporation for 1929, shows net income of \$6,591,917, after depreciation, depletion, taxes and other charges, or an equivalent of \$8.08 a share on the common stock. Last year the net income was \$5,589,398, or \$6.75 a common share.

Sales for 1929 were reported as \$61,994,884, compared with sales of \$47,045,559 in the previous year; 21% of the increase of \$14,049,325 represented sales of companies acquired in 1929.

A new sales office has been established in Brooklyn for the Brooklyn Sales Territory, Metropolitan District, at 187 Joralemon Street.

S. A. Williams, Vice President in charge of factories and mines, on February 1st married Miss Janet Cutter of Nashua, N. H.

The first carload of Asbestos Cement Pipe was shipped from the Waukegan factory on February 6th. It was consigned to the American Enka Corporation of Enka, N. C., and consisted of 6 inch, 8 inch, 12 inch and 16 inch low pressure pipe, totalling 1600 feet.

E. M. Smith, who owns or controls approximately twenty manufacturing plants in the United States and Europe, including that of the Emsco Asbestos Company at Downey, Calif., has started the construction of a plant at Bell, Calif., for manufacturing automotive pistons, aluminum and cast iron. Some of the buildings have been completed, and part of the machinery installed. The plant will be under production in about ninety days. It will be known as the Emsco Piston Company and their line of pistons will be sold in connection with Jadson Motor Valves, and Brake Lining, Clutch Facings, and other automotive products made by the Emsco Asbestos Company.

Pyramid Asbestos & Roofing Company of Houston, Texas, has secured a 10 year lease on a two story warehouse building now under construction on Texas Avenue. The company will have at its disposal 12,500 square feet of floor space, to house its general offices, warehouses and headquarters for its application department. The building is of brick and reinforced concrete construction.

Freight Rates. Effective March 1st, 1930, the Quebec Central R. R. has reduced freight rates on Asbestos Sand, Refuse and Fibre. The rate on Sand is now $4\frac{1}{2}$ c, instead of $5\frac{1}{2}$ c as formerly; on Refuse it is $5\frac{1}{2}$ c instead of $7\frac{1}{2}$ c; on Asbestos Fibre it is $14\frac{1}{2}$ c instead of $15\frac{1}{2}$ c, per 100 pounds. The rate on Crude remains the same as previously viz: $19\frac{1}{2}$ c per 100 pounds.

Africa. The Belfast Asbestos Company Ltd., The Chrysotile Asbestos Company and the Pretoria Asbestos Company, all formed in 1928, have been struck off the Pretoria register, having been compelled to abandon operations owing to lack of capital.

Rosey Cross Asbestos Mines of Rhodesia, Ltd. The London Stock Exchange Committee issued an official notice on March

— A S B E S T O S —

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PLAIN AND METALLIC CLOTHS

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BRAIDED TUBINGS

WOVEN SHEET PACKINGS

WOVEN BRAKE LININGS

GLOVES, MITTENS, LEGGINS

GASKETS, SEAMLESS AND JOINTED

PACKINGS, STEM AND HIGH PRESSURE

WICK AND ROPE

ASBESTOS FIBRE SPINNING COMPANY

NORTH WALES, — PENNA.

ASBESTOS

14th, that an application for leave to deal in 1,400,000 shares of 1/- each fully paid and numbered 1 to 1,400,000 of the Rosey Cross Asbestos Mines of Rhodesia Ltd., was made to the Committee of the London Stock Exchange on the 16th of December 1929 and was rejected. The Rosey Cross Company was floated in December 1929, the Directors being Lt. Col. Gilbert, W. J. Staff and E. A. Robey. A firm of brokers have been busy pushing these shares for some time past, so that the Stock Exchange Notice came like a bolt from the blue.

The African Asbestos Trust appears to be another somewhat disappointing venture. In a statement issued to shareholders on March 14th it is stated that towards the end of the quarter ended Dec. 31st, market prices of all grades of asbestos dropped very greatly, their fibre becoming almost unsalable. This, in conjunction with the sudden death of a prominent financier who was arranging to provide further funds, seriously affected negotiations that were proceeding for obtaining further working capital.

Capamianto S. A. I. Turin. It has been decided to declare a dividend of 10% on the results of this Company's operations for the year ended Dec. 31, 1929. This compares with 8% paid in 1928. The company has enjoyed a record turnover.

United Mining & General Trust. An Extraordinary General Meeting of this Company was held in London on March 17th, when a motion for a voluntary winding up of the Company was approved and W. R. Simpson, C. A., was appointed Liquidator. This Company owns the Norma Mine in Rhodesia, which has shown regular production of 50 to 60 tons a month for the last year or two.

G. P. Heslin who presided stated that an investigation into the affairs of the Company showed creditors in London and Rhodesia of over £14,000 with accumulated and unsold stocks of fibre in London and Rhodesia of 485 tons. The statement of affairs showed assets at a book value of £43,751. 5. 9. and creditors claims of £19,526. 12. 5. The position was summarized by the Chairman as follows: The firm has creditors of £19,500 who must be settled with; it had a mine which apparently was sending asbestos into the market in an unsatisfactory condition; its capital was gone; it had no money; there were summons against the company in Rhodesia followed by attachments there, and there was the possibility of the company's assets in Rhodesia passing to the creditors there to the exclusion of the creditors and shareholders in London.

Dr. W. H. Huber, President Asbestos Fibre Spinning Company, North Wales, Pa., is spending some time at Miami, Fla., resting after his recent illness.

The Philip Carey Co., Lockland, Cincinnati, O., declared regular quarterly dividends of \$2.00 on the common, payable March 15, to stock of record March 10, and \$1.50 on the preferred, payable March 31 to stock of record March 20th. George D. Crabbs, President of the Company, stated that net profit for

— A S B E S T O S —

1929 showed an increase of 40% over 1928, while sales volume was more than 10% larger than the preceding year.

Norristown Magnesia & Asbestos Company. J. M. High, Sales Manager, has just returned from a trip thru the South and West and from his report conditions in these territories are about the same as at present in the East. They are looking forward to considerable business starting early summer.

Nicolet Asbestos Mines are operating on a twenty four hour basis and the quality of fibre that is being found is very satisfactory. Before long they hope to have the surface fibres well removed.

The Pangani Asbestos Mine, (Rhodesia), which was recently purchased by an Australian group of investors, is reported to be progressing favorably. Labor saving devices are being introduced which, if successful, will forward the development very greatly.

The Ric-wil Company has appointed Herbert A. Wicks, formerly with The Carey Company, to act as Branch Manager of Ric-wil's Boston Office.

H. F. Watson Mills. O. T. Cervenke has recently been appointed Sales Manager.

Wayland Company, Ltd. Clarke E. Wayland, formerly connected with the Johns-Manville Corporation, San Francisco, recently organized Wayland Company Ltd., as Engineers & Contractors, located at 563 Second Street, San Francisco. Mr. Wayland is President and General Manager of the company, which will act as approved contractors for Johns-Manville Corporation, handling various asbestos products.

Jones Bros. Asbestos & Supply Company of San Francisco, Calif., has been doing a little development work in Asbestos Mines in Trinity County and while the developments are only in a preliminary stage the samples of Asbestos Fibre taken out are said to be of good quality. New tunnels are being driven to determine how far the ledges extend, but results so far have been very gratifying to Jones Brothers. They report improvement in business conditions and are busy in all their departments, especially in the insulation line.

Southern Asbestos & Magnesia Corporation. Elmer De Graf, who has for several years been connected with the Paraffine Companies, Inc., has been appointed by them as General Manager of the Southern Asbestos & Magnesia Corporation of Los Angeles, which is a subsidiary of the Paraffine Cos., Inc.

Warren & Bailey, Los Angeles, have just finished insulating

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Carload, Less Carload, or Job Lots
Asbestos, Magnesia, Hair Felt, Silocel, Cork
STONE INDUSTRIAL EQUIP. CO.
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ASBESTOS

a large power plant for the Southern California Edison Company at Long Beach. Carey's Hi-Temp and Carey's 85% Magnesia were the products used.

Sydney L. Plant, formerly President and General Manager of the Plant Rubber & Asbestos Works, San Francisco, has re-entered business as a Manufacturers representative, maintaining offices in San Francisco and Los Angeles. One of the Companies he represents for California is the Union Asbestos & Rubber Company of Chicago.

Capt. James G. Ross, Manager of Asbestos Corporation Limited, was re-elected a member of the Council for the Province of Quebec at the annual meeting of the Canadian Institute of Mining & Metallurgy, recently held in Toronto.

Canadian Institute of Mining & Metallurgy. Accident Prevention and Safety First were the subjects of discussion at the Second Meeting of the Thetford Branch of the Institute held recently at Thetford Mines. Over fifty were in attendance.

The Thermoid Company, Trenton, N. J., at its annual meeting held on March 4th, elected the following directors: Robert J. Stokes, W. J. B. Stokes, Jos. O. Baur, F. E. Schluter, W. H. Johns, M. C. Jones, M. H. Bent, C. W. Barber, Robert Lee.

The Thermoid Company reports for the year ended December 31, net income of \$853,623 after charges, equivalent to \$3.76 a share on the average number of capital shares outstanding during the year.

Earnings of the wholly owned subsidiaries of the Thermoid Company for the year were equivalent to \$3.33 a share, based on the 200,000 shares of Thermoid Company common stock outstanding at the time of the organization of the company.

The Cape Asbestos Company, at meetings held on February 28th, at the office of the company in London, increased the capital of the company to £300,000, by the creation of 50,000 Cumulative Five Per Cent Participating Preference shares of £1 each and 50,000 Ordinary shares of £1 each.

It is proposed to issue 25,000 Preference Shares and 25,000 Ordinary Shares, the balance of the new capital to be held in reserve.

These shares were offered for subscription by Preference and Ordinary shareholders respectively in the proportion of one new share for every four shares of each class held, at the price £1 12s. 6d. a share for the Preference Shares and £1 7s. 6d. for the Ordinary shares.

On March 28th the Ordinary shares were quoted on the London Exchange around 50/- and the Preference Shares at about £3.

Keasbey & Mattison Company. George F. Stone, formerly manager of Keasbey & Mattison Company's Cleveland office, has been transferred to the general office at Ambler as assistant to the general sales manager, John L. Shoemaker.

PATENTS

Brake Lining Machine. No. 1,746,941. Granted on February

— A S B E S T O S —

11th, to John B. Hird, Seattle, Wash., assignor to the Lampe Machine Company, Hoquiam, Wash. Filed September 29, 1927. Serial No. 222,732. Description upon request.

Brake Testing Apparatus. No. 1,746,718. Granted on February 11th, to Charles F. Smith, Boston, Mass., assignor to Brake Synchrometer Company, Boston, Mass. Filed May 1, 1926. Serial No. 105,969. Description upon request.

Apparatus for Testing Brakes. No. 1,746,777. Granted on February 11th, to Sebastian Karper, Washington, D. C., assignor to Brake Synchrometer Co., Boston, Mass. Filed July 2, 1926. Serial No. 120,127. Description upon request.

Gasket Cutter. No. 1,746,463. Granted on February 11th, to Robert O. Elder, West Springfield, Mass. Filed June 24, 1929. Serial No. 373,317.

Gasket. No. 1,748,582. Granted on February 25th, to Frank J. Oven, Chicago, Ill., assignor to Victor Mfg. & Gasket Co., Chicago, Ill. Filed July 1, 1927. Serial No. 202,871.

Described as a gasket consisting of layers of sheet metal and interposed non-metallic material and each having an opening, one of said layers having a wall extending thru said opening and a sheet metal reinforcing element between and secured to said sheet metal layers adjacent to edge of the opening, and next to said wall each of said layers being disposed in overlapped relation to each other and to the reinforcing element.

Brake Lining. No. 1,749,631. Granted on March 4th, to Richard J. Evans, Huntingdon, Ind. Filed December 8, 1928. Serial No. 324,716.

Described as a brake lining strip composed of a series of superposed layers of woven fabric made of cords, formed of twisted strands of asbestos fibre and fine wire, and said layers being each provided on one side only with a plastic rubber composition, the several layers being joined together with a homogeneous mass by heat and pressure.

Method of Treating Amphibole Asbestos. No. 1,750,725. Granted on March 18th to Carlton E. Miller, San Francisco, Calif. Filed January 31, 1927. Serial No. 165,048. Renewed January 31, 1930.

Described as method of producing a flocculent mass from Amphibole Asbestos which consists in separating the closely matted parallel fibres of the amphibole and beating the same while in suspension until they become distinct and independent felted pellets.

Friction Material. No. 1,751,167. Granted on March 18th, to Raymond J. Norton, Washington, D. C., assignor to Bendix Brake Company, South Bend, Ind. Filed February 27th, 1929. Serial No. 343,117.

Described as a friction material comprising woven asbestos tape, thru which is dispersed an elastic gel. An auto-dehydratable friction material.

ASBESTOS

THIS AND THAT

Asbestos Cement Pipe made by the Johns-Manville Corporation was recently sold for use as a chimney in an incinerator manufactured by the Josam Company. This appears to be a new use for this product.

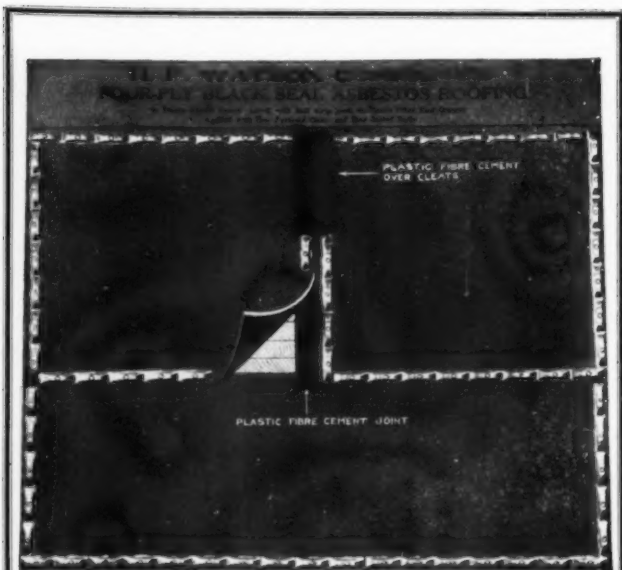
A note from a Charlotte, N. C., newspaper says that a vein supposed to contain more than a million tons of asbestos has been discovered on the farm of a South Carolina man. Amphibole likely, but we would like to know more about it.

How happy Americans would be if they could do as they wish to do without wishing they hadn't.—Phila. Evening Bulletin.

The Carlsbad Cavern Expedition, led by Frank Ernest Nicholson, reports the finding of deposits of white, stringy material in a grotto leading from the wall of their newly discovered tunnel on the lower level. This they believe to be asbestos, and since this expedition is being conducted in New Mexico, not far from the known deposits of asbestos in Arizona, it would not be surprising if their assumption is correct. If any of our readers can suggest a way to obtain a specimen of the material discovered by the expedition it would be of interest to add to our collection.

"Your book is very interesting and permits one to have first hand information on the activities of Asbestos, which is of importance to all handling same" writes a distributor of asbestos cement products. Shingle manufacturers should see that all their large distributors receive "ASBESTOS" regularly.

Specimens of Synthetic Asbestos Fibre made by Isola Gesellschaft m. b. H., Pettenkoferstrasse 28, Essen-Ruhr, Germany, are in our possession, and may be examined by anyone interested. It does not seem to us that this material could compete very strongly with the real material.



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Four (4) Ply Black Seal Asbestos Roofing for use on Wood Decks with inclines of 3 in. fall to the foot or more. Ideal type of Roofing for saw-tooth construction. Used in connection with all types of Built-up Roofings of either Asbestos Felts, Asphalt Felts or Tarred Felts.

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